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**РИСИ, ВАЖЛИВІШІ ДЛЯ УСПІХУ ЗА ІНТЕЛЕКТ**

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**MORE IMPORTANT TRAITS FOR SUCCESS THAN INTELLIGENCE**

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We are often led to believe that the only way to succeed is an exceptional IQ and the only thing to climb the success ladder is intelligence but there are quite a few other skills and traits that one can sharpen and enhance. They are: people skills, empathy, passion, a growth mindset, resilience, openness to new experiences, self-regulation and conscientiousness. According to some scientific findings, emotional intelligence is actually a greater indicator for success than intellect and personality traits are more accurate predictors of success than actual intelligence levels: 1. self-regulation. Taking time to think before you act is the first step towards success in any area of your life. 2. Growth mindset. People with a growth mindset welcome challenges and setbacks with open arms. 3. resilience. Rather than succumbing to failure, resilient people accept that something didn't work and go about finding a different and successful solution instead. 4. passion. While knowledge is often an excellent starting point, relentless passion is guaranteed to drive you towards success. 5. empathy. Putting yourself on the same page as your client or colleague will enable you to build rapport and reduce tension. 6. conscientiousness. Conscientious people are disciplined, compliant and excellent at planning ahead. 7. Openness to experience. If somebody is curious about how and why things work and is keen to uncover explanation, then he is 4 times more likely to succeed than his closed-off colleagues. 8. social skills. Having social skills means more than just being friendly, it means being emotionally capable in any situation. Some scientists describe "big five" personality factors: conscientiousness, agreeableness, openness to experience, emotional stability and extraversion. Compared to standardized testing individuals that had higher levels of these traits were more likely to achieve higher results. Additionally, research from Carnegie Institute of Technology found that 85% of financial success is generated from people's skills and 15% due to technical knowledge. Thus, people prefer to do business with someone they like and trust, rather than someone they don't. The only conclusion is: while intelligence can be taught, personality traits can be developed and enhanced.